

Replacement Sheet

1/57

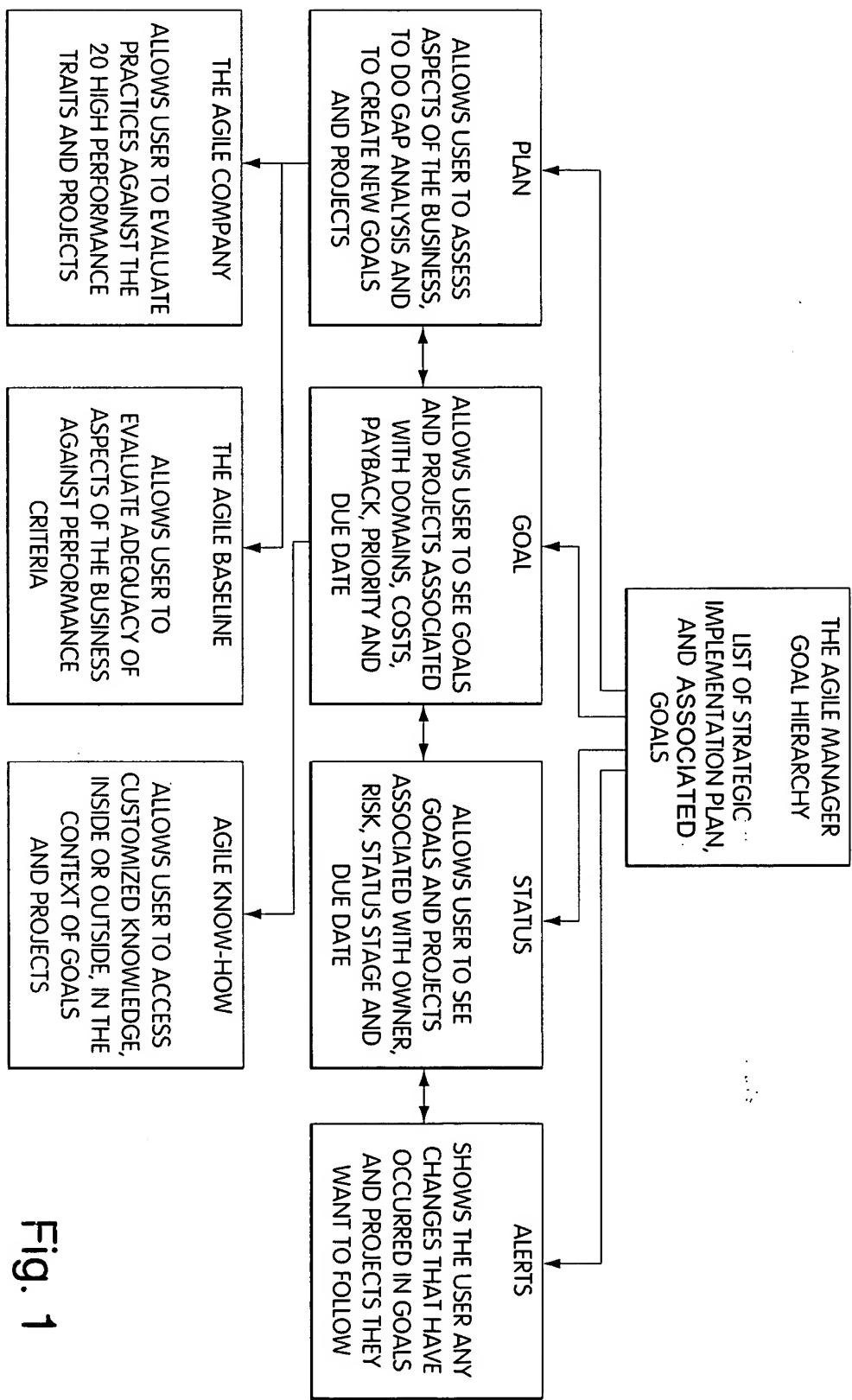


Fig. 1



Replacement Sheet

13/57

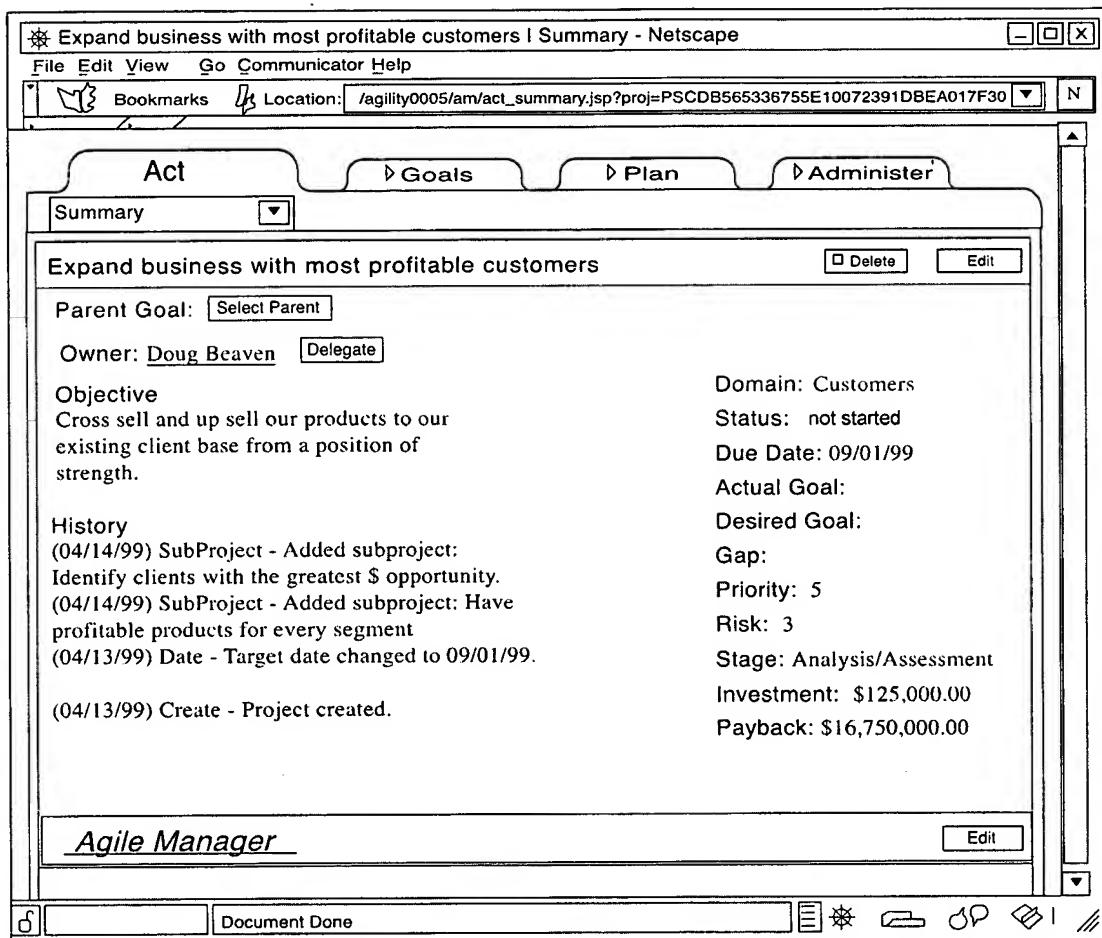


Fig. 13

Replacement Sheet

15/57

Goals		Plan		Administrator	
[Select] ▾					
View Contributing Goals					
Expand business with most profitable customers		Cost	Payback	Priority	Due
Deepen relationships with high net worth clients		750,000	5,000,000	5	6w
Have profitable products for every segment		75,000	250,000	5	34w
Top Goal Total:		\$825,000.00	\$5,250,000.00		
Agile Manager					

Fig. 15

Replacement Sheet

20/57

View All Goals					
	Risk	Owner	Stage	Status	Due
◎ Have profitable products for every segment	4	Mike Jones	Requirements Gathering	needs attention	34w
◎ Monitor competitive moves around the Internet	3	Doug Beaven	Analysis/Assessment	needs attention	7w
◎ Reduce Breakeven on New Business	4	Doug Beaven	Implement	needs attention	7w
◎ Develop an RFP for professional services support	4	Joe Smith	Retrospective	completed	-4w
◎ Perform reference checks on short list of PS firms	4	Doug Beaven	Retrospective	completed	-4w
○ Ask clients about our perceived competencies	5	Doug Beaven	Requirements Gathering	not started	1d
○ Eclipse competition with our e-comm capability	5	Doug Beaven	-	not started	-
○ Expand business with most profitable customers	3	Doug Beaven	Analysis/Assessment	not started	17w
○ Find new company or spin off threats	5	Doug Beaven	Implement	not started	9w

Fig. 20

Replacement Sheet

41/57

a model in parent 4001

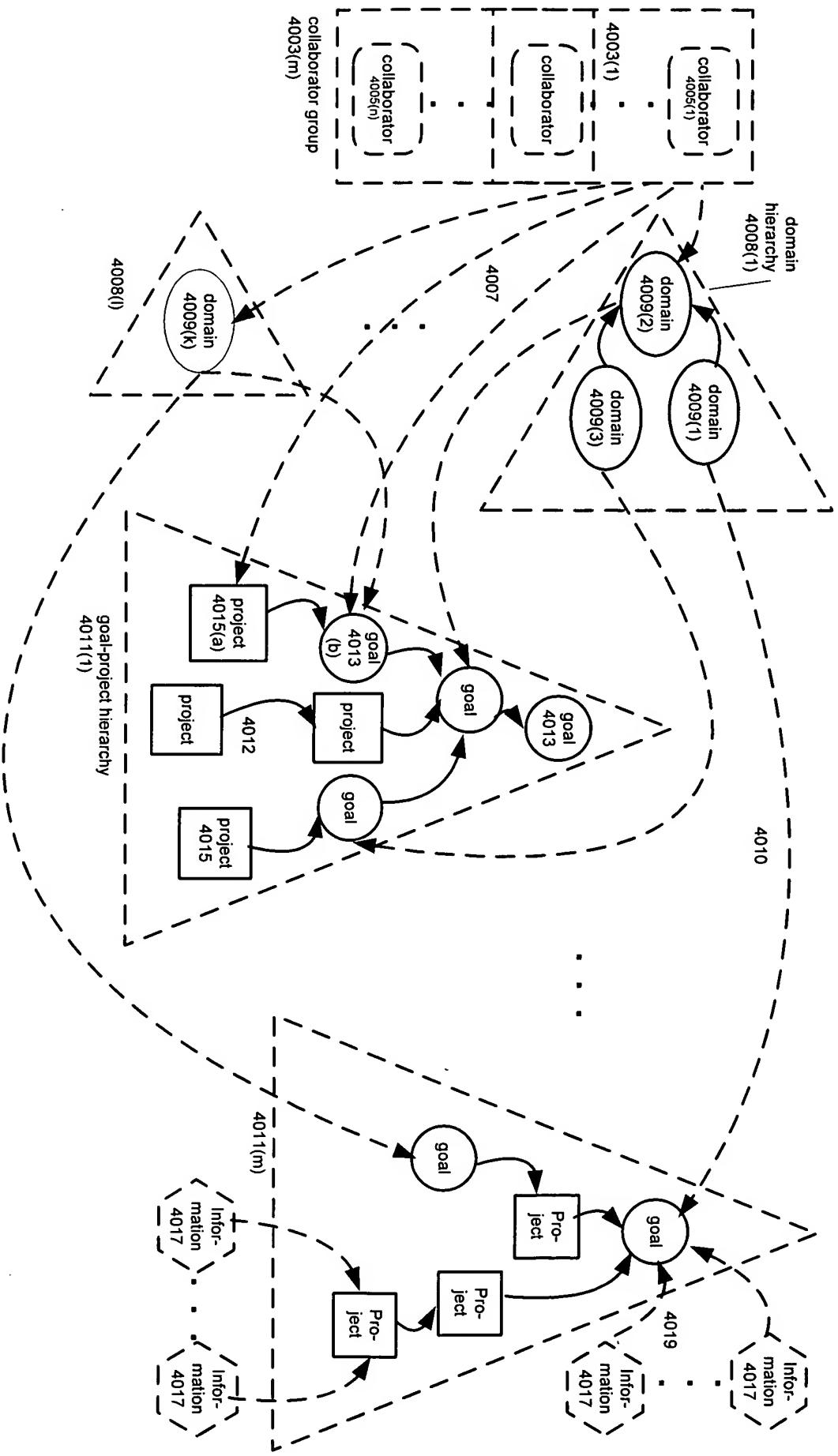


Fig. 40

Replacement Sheet

42/57

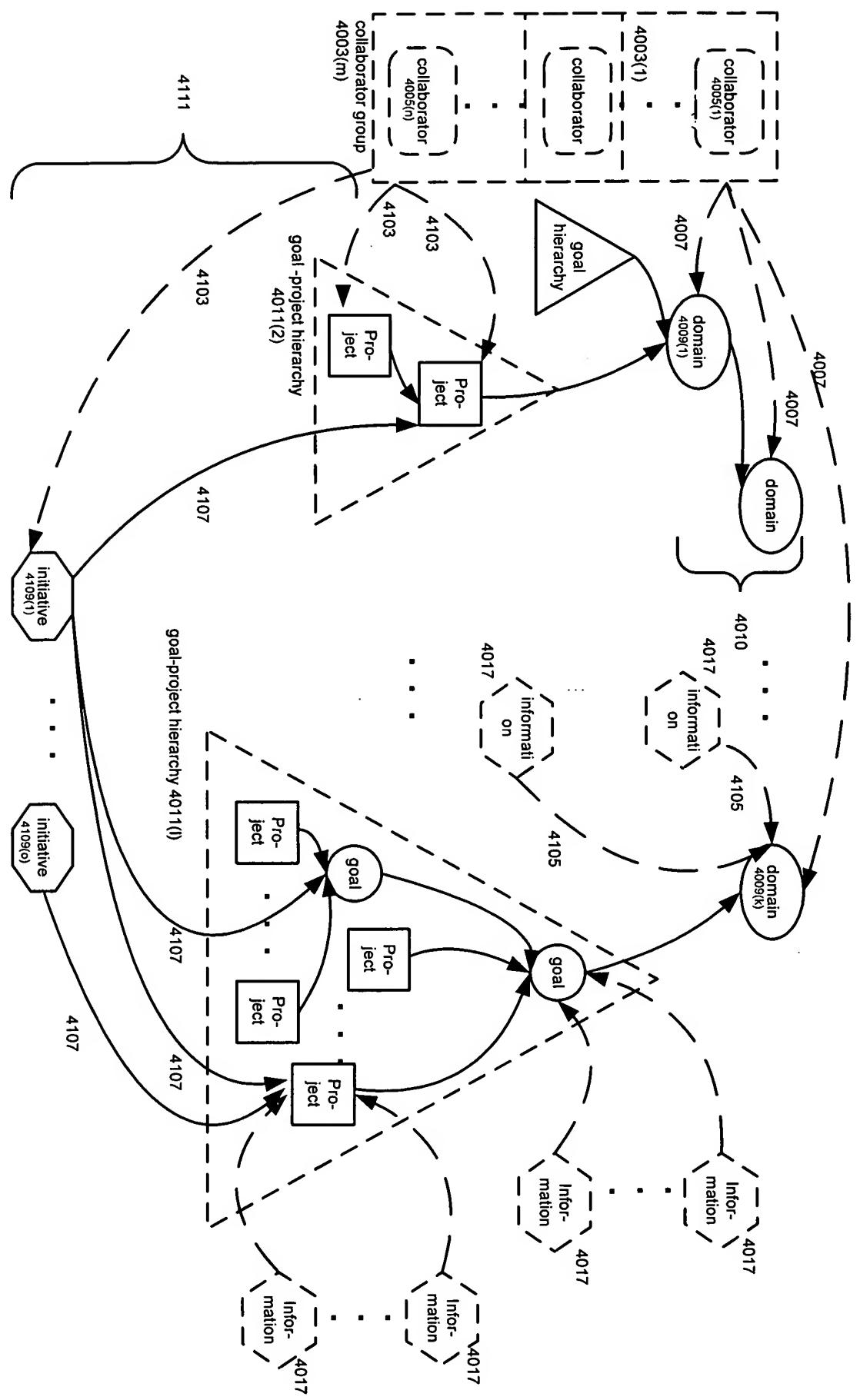


Fig. 41

Replacement Sheet

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47/57

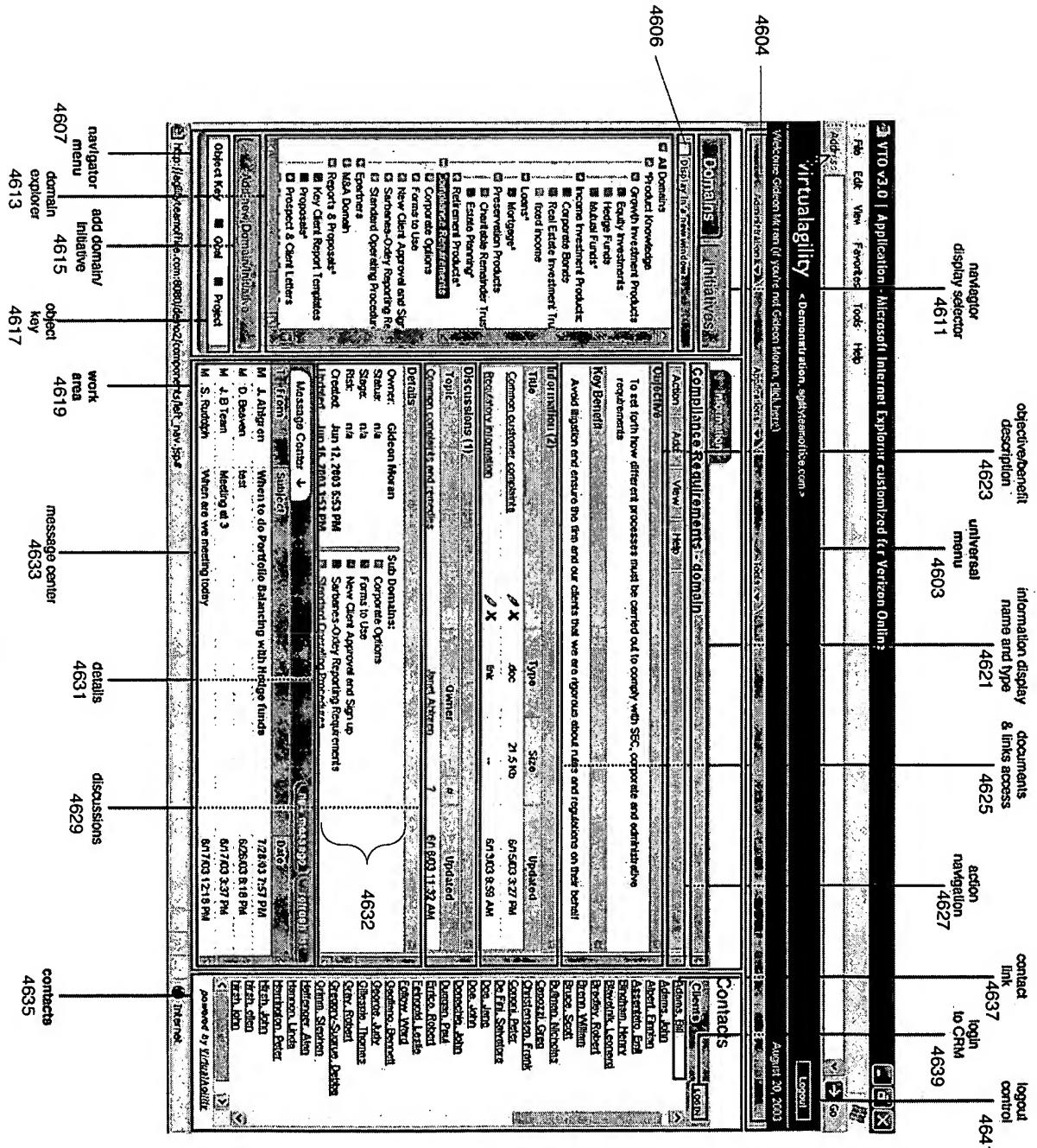


Fig. 46